



# News from the Frontier of Innovation

**December 2000**

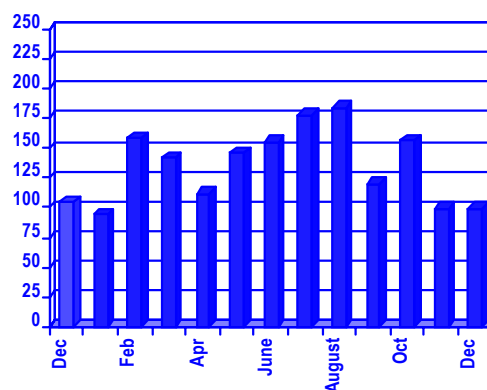
Monthly Activity Report from the Loudoun County Department of Economic Development  
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## New Prospect Activity:

Prospect activity for the month of December:

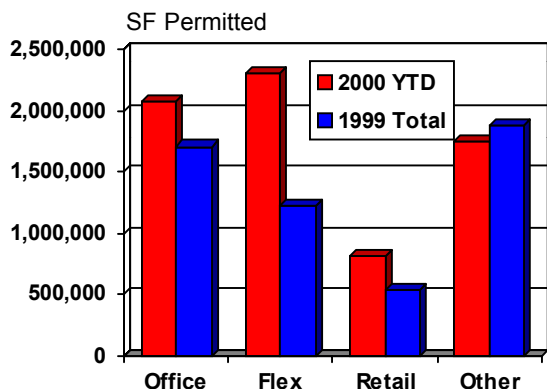
- @ Received 15 requests for General Information
- @ Submitted 21 Marketing Packages
- @ Delivered 2 Presentations
- @ Worked with 9 New and 51 On-Going Prospects

**Total Prospect Activity**  
December 1999 - December 2000



## New Construction Activity

**Nonresidential Construction**  
1999 Total and 2000 YTD November



So far this year, the County has permitted 6,951,412 square feet of nonresidential construction. The value of new buildings (\$302,838,012) and alterations (\$47,815,139) equaled over \$350 million.

- Office - 230,665 SF in November (74,220 SF in October)
- Flex/Industrial - 107,677 SF in November (175,415 SF in October)
- Retail - 124,509 SF in November (311,844 SF in October)
- Other - 2,562 SF in November (183,161 SF in October)
- Taxable - 464,643 SF in November (569,015 SF in October)
- Route 28 - 450,672 SF in November (553,033 SF in October)

## Announcements:

### New Business

**The Howard Hughes Medical Institute (HHMI, [www.hhmi.org](http://www.hhmi.org))** announced on December 18 that it has purchased the entire 281 acre Janelia Farm Technology Park outside of Leesburg. The Institute is in a detailed planning phase for the activities that will be conducted at the Virginia location. An announcement of its plans for the new facilities will be made early in 2001. A medical research organization, HHMI's principal program is the direct conduct of biomedical research. The Institute is also the largest private supporter of science education in the United States.

**Inline Corporation ([www.inlinecorp.com](http://www.inlinecorp.com))** is moving its 26 staff members from its Chantilly headquarters into 9,000 square feet of new space at Cascades Business Center in January. Inline's Morstor family of products offers flexible, reliable storage solutions for the leading Windows NT and UNIX operating systems. The company has been named to this year's *Deloitte and Touche Technology Fast 500*.

**AmeriTrain, Inc. ([www.ameritraininc.com](http://www.ameritraininc.com))** has signed a lease for 11,300 square feet at Loudoun Tech Center. AmeriTrain specializes in high quality, affordable computer training for the computer professional as well as for corporate clientele. Approximately 12 employees will be hired.

**Green Tree Design and Communications ([www.greentreedesign.net](http://www.greentreedesign.net))** has opened a 1,000 square foot facility within Insty-Prints of Dulles. The 3-member staff offers custom design services for brochures, mailers, business cards, Web sites, logos, worship guides, computer presentations, calendars,

newsletters, and other media for both small and large orders.

**Archon Group, LP ([www.archongroup.com](http://www.archongroup.com))** has purchased land at Dulles Parkway Center for the development of speculative data centers totaling more than 800,000 square feet. Tenants are to be determined.

### Existing Business

**WorldCom ([www.wcom.com](http://www.wcom.com))** has begun a second phase of development at its Ashburn campus. This expansion will add 545,000 square feet of space and approximately 1,500 new employees. Construction is expected to be completed by fall 2001.

**Equinix ([www.equinix.com](http://www.equinix.com))** has expanded their facility at Beaumeade Business Park to 180,000 square feet, up from an original 32,000 square feet. The number of new employees is not determined. Equinix designs, builds and operates neutral IBX™ (Internet Business Exchange™) centers which provide companies with the power to choose from a wide variety of Internet partners.

**Network Solutions ([www.nsol.com](http://www.nsol.com))** will be expanding their location at Loudoun Tech Center by 50,000 square feet. The number of new jobs is undetermined.

**N.E.W. (National Electronics Warranty, [www.newcorp.com](http://www.newcorp.com))** will be expanding their Loudoun space this spring by 22,800 square feet, for a total of 89,200 square feet at Vintage Park Three and North Point Park. Approximately 50 employees will be hired.

## Noteworthy:

County Administrators, members of the Economic Development Commission, and the Department of Economic Development met with a **12 member Romanian delegation** December 11 - 13. The group of mayors and civil servants were on a two-week trip sponsored by the US Agency for International Development. While in the United States, the group observed local governments and take what they learn back to Romania, which has been working to establish effective democratic policies and join NATO and the European Union.

The **Loudoun County Small Business Development Center (SBDC, [www.loudounsbdc.org](http://www.loudounsbdc.org))** announced that they have spent more than 800 hours counseling a total of more than 600 clients from January through November 2000. This represents a 33% increase in counseling hours over year-to-date numbers for November 1999. They have also had a 34% increase during the same time frame in the number of attendees for the "Start Your Business" seminars.

Great news for restaurant fans: Leesburg's long deserted America's Diner location at Bellwood Commons on Market Street will be converted to a full service **Red Hot & Blue** by April. Red Hot & Blue operates 33 casual "Memphis Style Bar-B-Que" restaurants nationwide, including nine locations in the Washington, D.C. area.

Robyn Bailey, Pam Treadwell, and Sandy Denham from the Department of Economic Development hosted 14 members of the **China Academy of Sciences** on December 21. The group was here to learn how the private sector and local governments can encourage the development of high tech industries. The Academy's other two areas for